


## COUNCIL COMMUNICATION

	Number:	<b>19-498</b>	Meeting:	<b>November 18, 2019</b>
	Agenda Item:	<b>39</b>	Roll Call:	<b>19-1843</b>
	Submitted by:	<b>Scott E. Sanders, City Manager</b>		

### AGENDA HEADING:

Approval of contract increase to Carney & Appleby, PLC for lobbying services.

### SYNOPSIS:

At the direction of the City Council, Carney & Appleby, PLC services will be increased to \$60,000 annually.

### FISCAL IMPACT:

Amount: Beginning January 2020, \$60,000. There is also a separate agreement in the event Carney & Appleby, PLC provide sole representation during the 2020 Iowa Legislative Session due to the absence of the Director of Government Relations and Communications.

Funding Source: CM001000, City Manager's Office, Administration, Page 30

### ADDITIONAL INFORMATION:

- Carney & Appleby, PLC has provided state lobbying services to the City since the beginning of 2017. Since the initial contract agreement with Carney & Appleby, PLC, an increased amount of work has been asked of the firm that was not included in the original RFP that was requested on August 30, 2016. The firm has been asked to work on a broader set of legislative issues, for increased communication with City staff and Council members, and for assistance with media requests and communication strategies pertaining to the City's lobbying efforts.
- Carney & Appleby, PLC has helped the City succeed in maintaining status quo funding levels and priority policy issues regardless of the pressure to eliminate or reduce priority areas for the past three (3) years. They also helped the City lead two (2) proactive policy issues in 2018; (1) that enabled us to allow our Des Moines' residents the opportunity to vote on the local option sales tax referendum; and (2) helped secure a funding mechanism for flood mitigation that allows for more work to be done, more quickly.
- Carney & Appleby, PLC has also helped increase the City's profile at the State Capitol and strengthened relationships on both sides of the aisle.

**PREVIOUS COUNCIL ACTION(S):**

Date: June 12, 2017

Roll Call Number: [17-0989](#)

Action: [Amendment](#) to Agreement with Carney & Appleby, PLC to provide State Legislative Lobbying Services. ([Council Communication No. 17-485](#)) Moved by Hensley to approve. Motion Carried 7-0.

Date: November 7, 2016

Roll Call Number: [16-1928](#)

Action: [Proposal](#) from Carney & Appleby, PLC to provide State Legislative lobbying services and authorizing the City Manager to negotiate and execute contract. ([Council Communication No. 16-648](#)) Moved by Hensley to approve. Motion Carried 6-1. Absent: Coleman.

**BOARD/COMMISSION ACTION(S): NONE**

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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